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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

FOR RELEASE: IMMEDIATELY

For further editorial information contact:
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone: (904) 249-0448
Fax: (904) 249-0459

AUGUST 1989 BILLINGS FOR METAL TREATING INDUSTRY EXCEED AUGUST 1988 TOTAL BY 1.4%

August 1989 sales equaled $47.2 million, up from $46.5 million in August, 1988.

For the current year to date, billings amounted to $385.7 million, up 4.2% from 1988's total of $46.5 million.

Seven out of nine MTI districts improved over their August 1988 performance and the same seven districts improved over their 1988 year-to-date totals.

A summary of percentage change by geographic regions follows:

	District	Aug 89 vs. Aug 88	Total 1989 vs. 1988
1	New England (MA-RI-CT)	1.1	0.1
2	Middle Atlantic (NY-NJ-E.PA-MD)	2.3	4.9
3	South Central (W.PA-OH-IN-KY)	2.0	6.9
4	Michigan	3.0	4.6
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	1.2	7.4
6	North Central (IL-WI-MN-MO-IA)	5.1	4.7
7	Pacific Coast (CA-AZ-ORE-WASH)	9.9	8.8
8	Southwest (TX-OK-AR-CO-LA-UT)	-10.1	- 5.0
9	Canada	-13.1	- 1.7

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

AUGUST, 1989

BILLINGS FOR MONTH

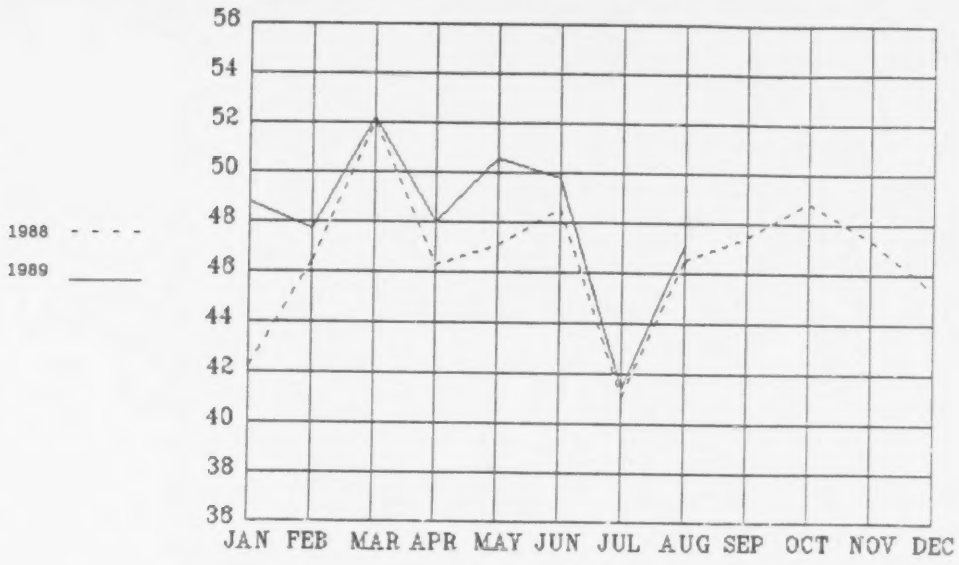
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1988	1989	%	1988	1989
Total	214	48496.4	47162.5	1.4	100.0	100.0
Dist. 1	16	2904.4	2935.8	1.1	6.2	6.2
Dist. 2	26	4400.5	4500.1	2.3	9.5	9.5
Dist. 3	38	7756.5	7909.4	2.0	16.7	16.8
Dist. 4	24	6151.8	6334.5	3.0	13.2	13.4
Dist. 5	18	2721.0	2752.9	1.2	5.9	5.8
Dist. 6	33	8618.3	9053.8	5.1	18.5	19.2
Dist. 7	27	6330.1	6959.2	9.9	13.6	14.8
Dist. 8	18	3299.5	2967.3	-10.1	7.1	6.3
Dist. 9	14	4314.5	3749.4	-13.1	9.3	7.9
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1988	1989	%	1988	1989
Total	370101.1	385723.2	4.2	100.0	100.0
Dist. 1	25402.3	25415.7	0.1	6.9	6.6
Dist. 2	36381.8	38174.3	4.9	9.8	9.9
Dist. 3	60536.0	64740.5	6.9	16.4	16.8
Dist. 4	49472.3	51738.7	4.6	13.4	13.4
Dist. 5	21261.5	22833.4	7.4	5.7	5.9
Dist. 6	69746.3	73037.7	4.7	18.8	18.9
Dist. 7	48236.4	52501.6	8.8	13.0	13.6
Dist. 8	23735.0	22557.3	- 5.0	6.4	5.8
Dist. 9	35329.3	34723.9	- 1.7	9.5	9.0

MILLIONS

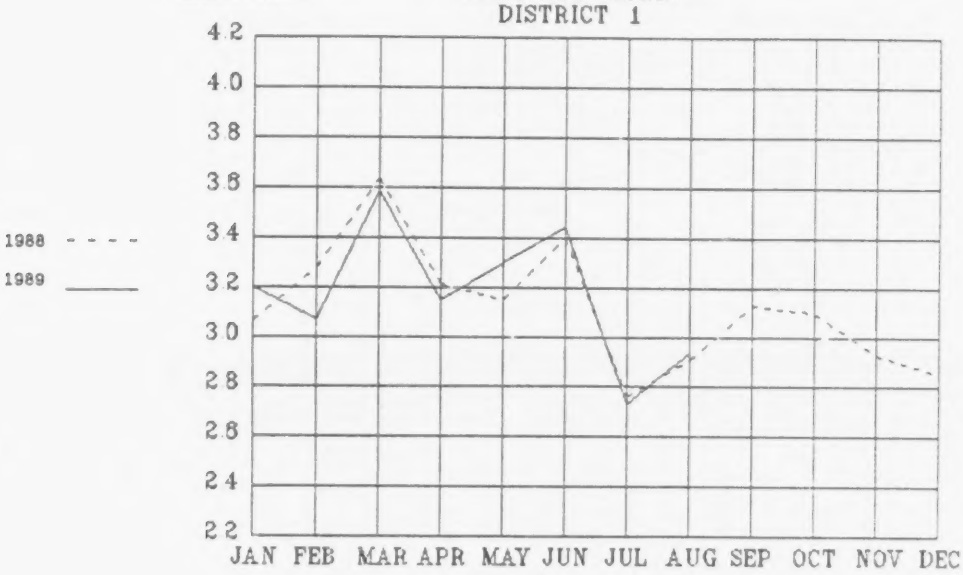
NATIONAL BILLINGS



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.7	2.8	0.3	3.7	7.5	2.6	1.0	1.4				
% Change	Cumulative	15.7	8.9	5.7	5.2	5.7	5.1	4.6	4.2				

MILLIONS

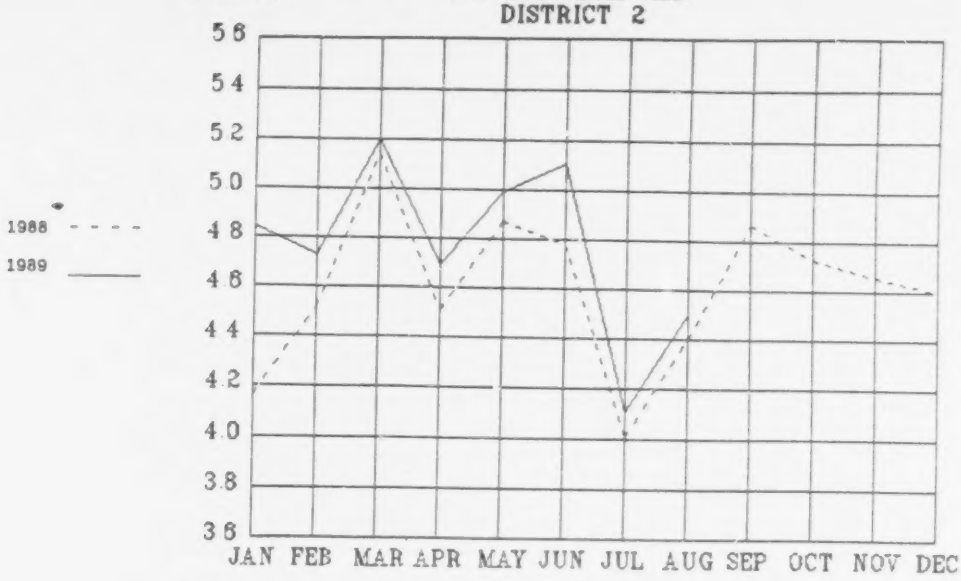
MASS.-R.I.-CONN. DISTRICT 1



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	4.4	-6.3	-1.2	-2.2	4.8	1.3	-1.0	1.1				
% Change	Cumulative	4.4	-1.1	-1.2	-1.4	-0.2	0.1	-0.1	0.1				

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



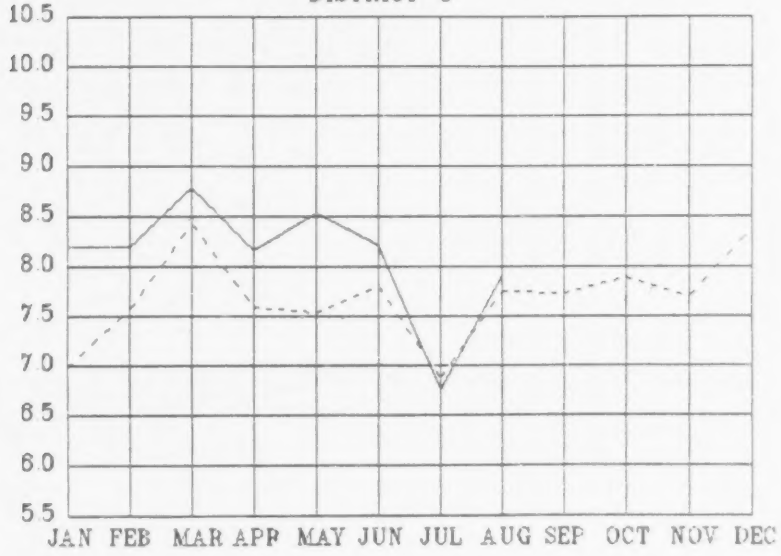
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.3	4.8	1.2	4.1	2.5	5.9	2.5	2.3				
% Change	Cumulative	16.3	10.3	6.9	6.2	5.4	5.7	5.3	4.9				

MILLIONS

W.PA.-OHIO-IND.-KY.
DISTRICT 3



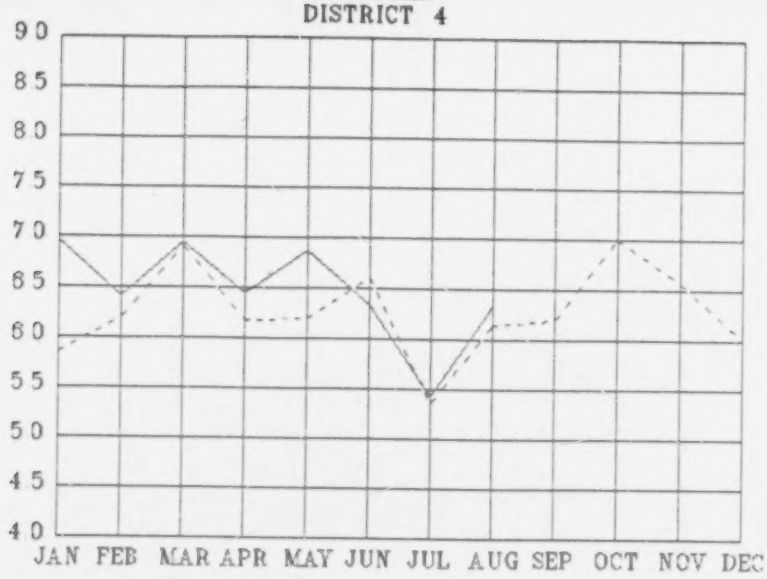
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	17.5	8.3	4.1	7.5	13.3	5.3	-1.8	2.0				
% Change	Cumulative	17.5	12.7	9.6	9.0	9.9	9.1	7.7	6.9				

MILLIONS

MICHIGAN
DISTRICT 4



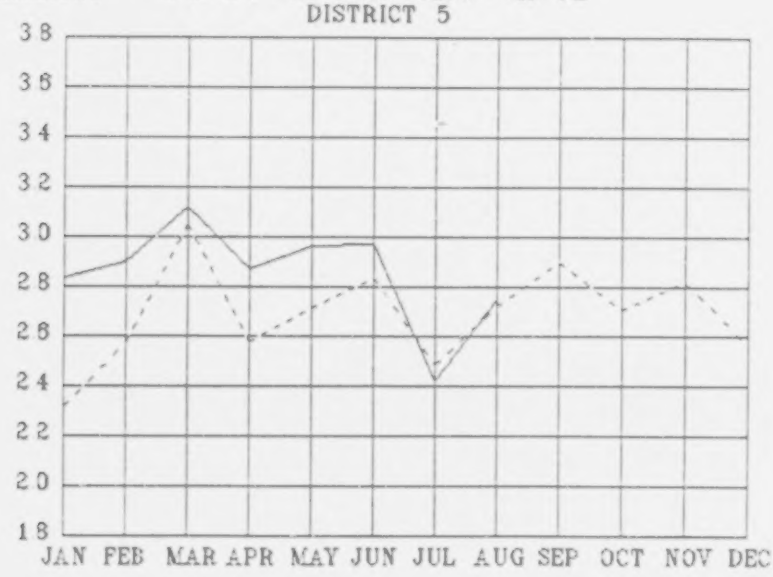
1988 - - - -

1989 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	19.1	3.3	0.5	4.2	10.9	-4.3	1.2	3.0				
% Change	Cumulative	19.1	11.0	7.2	6.5	7.3	5.3	4.8	4.6				

MILLIONS N C -S C -GA -ALA -TENN -VA -FL

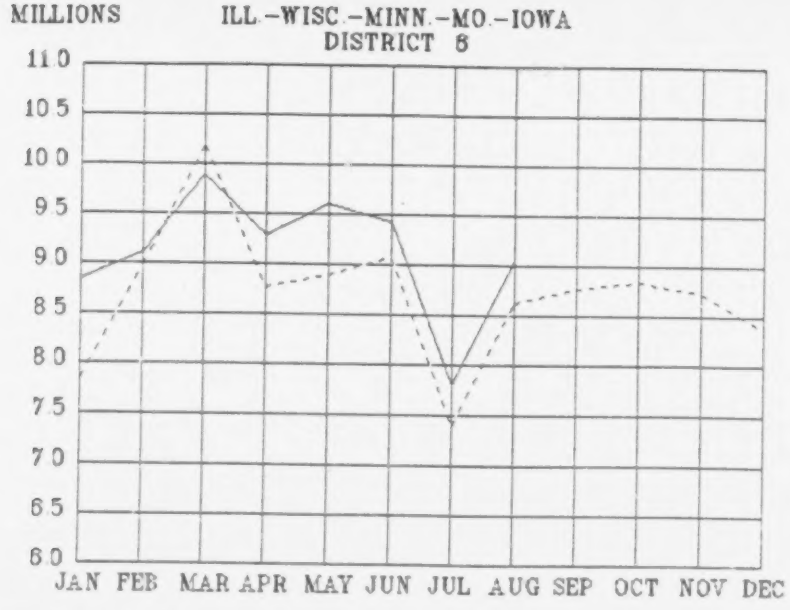
DISTRICT 5



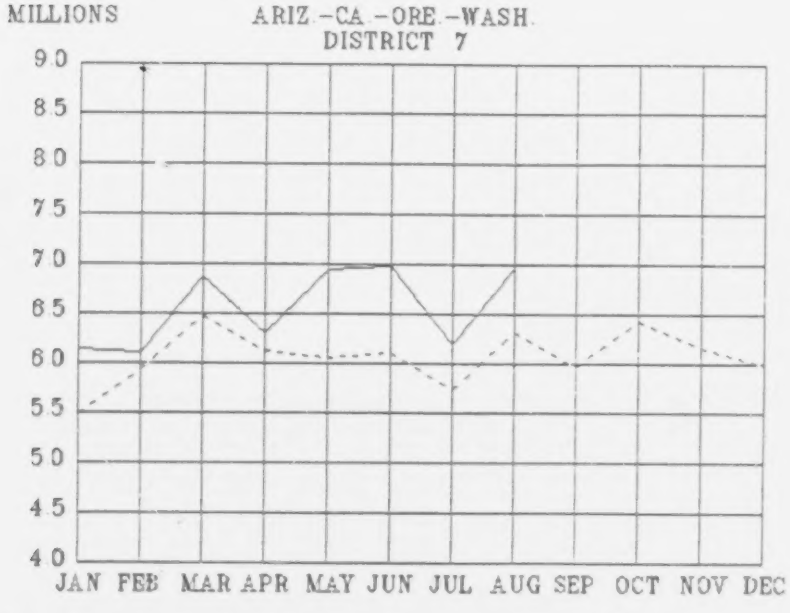
1988 - - - -

1989 ———

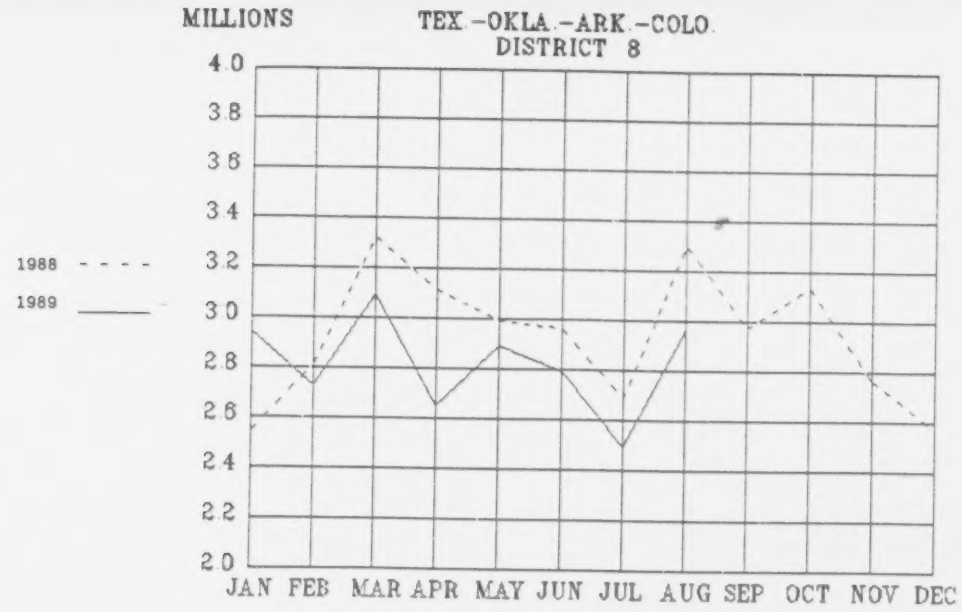
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.6	12.8	2.3	11.4	9.2	4.9	-2.5	1.2				
% Change	Cumulative	22.6	17.4	11.6	11.6	11.1	10.0	8.3	7.4				



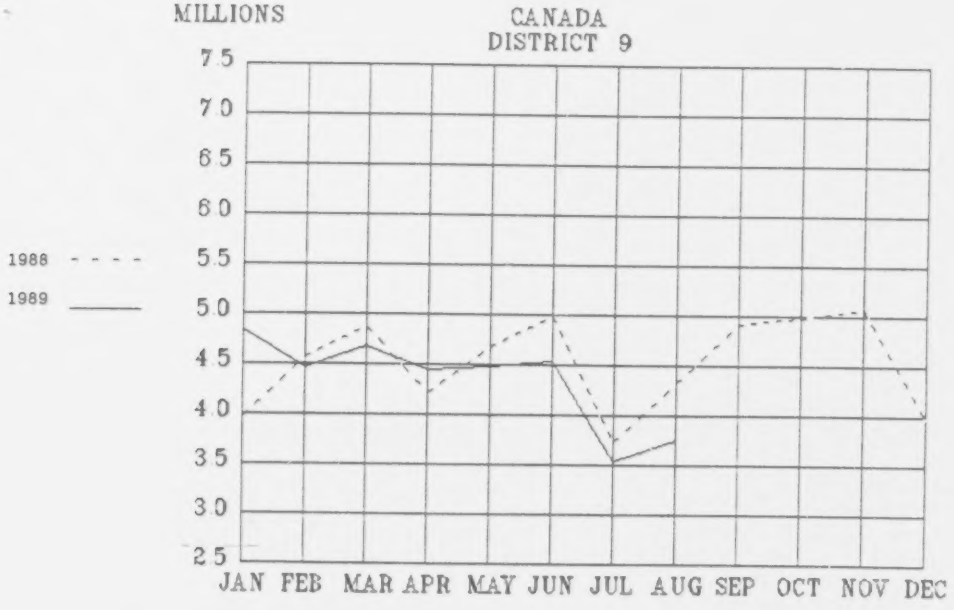
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.8	1.4	-2.8	6.1	8.0	3.9	5.5	5.1				
% Change	Cumulative	12.8	6.7	3.1	3.9	4.7	4.6	4.7	4.7				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.9	3.1	6.1	2.8	14.9	14.3	8.0	9.9				
% Change	Cumulative	11.9	7.3	6.9	5.8	7.7	8.8	8.7	8.8				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-3.1	-7.0	-14.9	-3.4	-5.7	-7.2	-10.1				
% Change	Cumulative	15.8	5.9	0.9	- 3.2	-3.3	-3.7	-4.1	-5.0				



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	22.0	-2.2	-4.0	5.5	-3.9	-9.1	-5.6	-13.1				
% Change	Cumulative	22.0	9.1	4.3	4.6	2.8	0.6	-0.1	-1.7				